

## Message Text

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44

ACTION EUR-12

INFO OCT-01 ISO-00 SSO-00 NSCE-00 INRE-00 USIE-00 AID-05

CIAE-00 COME-00 EB-07 FRB-03 INR-07 NSAE-00 TRSE-00

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NSC-05 SS-15 STR-04 CEA-01 SAJ-01 L-03 PA-01 PRS-01

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FM AMEMBASSY BERLIN

TO SECSTATE WASHDC IMMEDIATE 1264

C O N F I D E N T I A L BERLIN 6237

E.O. 11652: GDS

TAGS: BEXP, EGEN, ETRD, PFOR, GE, US

SUBJECT: US-GDR TRADE TALKS

REF: (A) BERLIN 6183; (B) STATE 200437

1. EMBASSY MET WITH FOREIGN TRADE CHAMBER (GOELDNER) AS PLANNED AUGUST 25, AND PRESENTED LIST OF TOPICS U.S. WISHES TO HAVE DISCUSSED AT MEETING TUESDAY MORING, SEPTEMBER 2. IT WAS AGREED THAT MEETING WOULD TAKE FORM OF BRIEF OPENING STATMENT BY BOTH SIDES FOLLOWED BY PRESENTATIONS ON AND DISCUSSION OF AGENDA TOPICS.

2. ON AUGUST 26 GOELDNER TELEPHONED EMBASSY WITH LIST OF TOPICS GDR WISHES DISCUSSED AT TUESDAY MEETING. LIST WHICH FOLLOWS IS NOT LITERAL TRANSCRIPTION, BUT EMBASSY'S INTERPRETATION OF THRUST OF GDR QUESTIONS:

(A) DISCUSS HOW FOREIGN FIRMS THAT ARE SUCCESSFUL IN THE AMERICAN MARKET ARE REPRESENTED. AGENCIES? BRANCH OFFICES?

(B) DISCUSS HOW FOREIGN FIRMS FIND AGENTS IN THE U.S.

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THROUGH TRADE ORGANIZATIONS? PRIVATE INQUIRIES?

(C) PURCHASE AND SALE OF "KNOW-HOW": DISCUSS POSSIBILITIES FOR LICENSE TRANSACTIONS.

(D) MFN: COMPARE MFN AND MON-MFN TARIFF RATES FOR SELECTED COMMODITIES. (IN RESPONSE, EMBOFF REPEATED PRESENTATION MADE ON EARLIER OCCASIONS, INCLUDING AUGUST 25, THAT IN THIS GENERAL AREA U.S. SIDE WOULD EXPLAIN PROVISIONS OF THE TRADE ACT IF GDR WISHES. EMBOFF SAID, WITH RESPECT TO COMPARISON OF MFN AND NON-MFN RATES, THAT IS A MATTER OF SIMPLE RESEARCH WHICH HAD ALREADY BEEN CARRIED OUT, EMBASSY HAD BEEN TOLD, BY SEVERAL GDR FOREIGN TRADE ORGANIZATIONS IN FIELDS OF THEIR PARTICULAR INTEREST. GOELDNER INSISTED THAT THE PROPOSED TOPIC BE RECORDED, PERHAPS CASTING IT, HE SAID, IN A MORE POSITIVE FASHION, I.E., DOES THE U.S. SEE PRODUCT AREAS WHERE THE NON-MFN TARIFF MIGHT OFFER POSSIBILITIES FOR COMPETITIVE GDR EXPORTS?)

(E) DISCUSS U.S. EXPORT PERSPECTIVES FOR U.S. AGRICULTURAL PRODUCTS, ESPECIALLY GRAIN AND FEED. DISCUSS SUPPLY AND PRICE TRENDS.

3. ON LIST OF GDR PARTICIPANTS, GOELDNER SAID HE WOULD HAVE NOTHING FOR EMBASSY UNTIL AUGUST 28. HE SAID, HOWEVER, THAT GDR SIDE IS BEING EXPANDED TO ABOUT 20. PEOPLE TO INCLUDE REPRESENTATIVES OF INDUSTRIAL MINISTRIES AND INDUSTRIAL PLANTS.

4. WITH THE EXCEPTION OF MFN ITEM, ON WHICH EMBASSY HAS MADE U.S. VIEW CLEAR TO GDR, PROPOSED AGENDA STRIKES US AS FRAMEWORK BROAD ENOUGH FOR USEFUL EXCHANGE ON PROMOTION OF BILATERAL TRADE. WE SUPPOSE BALLOONING OF GDR PARTICIPATION REFLECTS COMPARTMENTALIZATION OF EXPERTISE ON THEIR SIDE. IN FURTHER EXCHANGES ON GDR PARTICIPATION WE WILL URGE THAT DISCUSSION BE CARRIED ON BY MORE MANAGEABLE GROUP WITH EXPERTS, IF NEEDED BY GDR, IN BACKGROUND.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE, BUSINESS FIRMS, MEETINGS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 26 AUG 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BERLIN06237  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
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**Office:** ACTION EUR  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 75 BERLIN 6183, 75 STATE 200437  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** greeneet  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 30 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <30 MAY 2003 by CunninFX>; APPROVED <09 OCT 2003 by greeneet>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** US-GDR TRADE TALKS  
**TAGS:** BEXP, EGEN, ETRD, PFOR, GC, US, (GOELDNER)  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006